



## Dow's Advanced Manufacturing Operations

# Dow in Michigan

**Employees: 5,974**  
(doesn't include contractors)

**Retirees: 9,149**

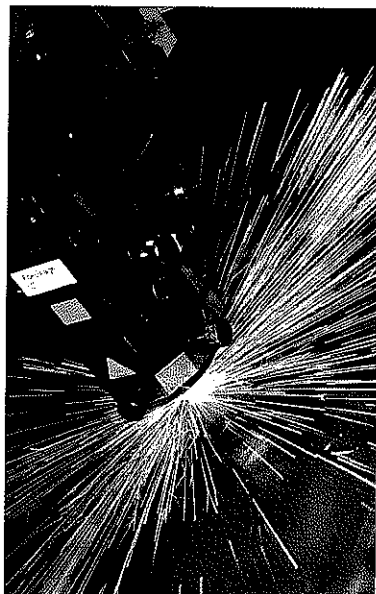
**Payroll: \$733 million<sup>1</sup>**  
(paid out in 2013)

**Pension: \$175 million<sup>2</sup>**  
(paid out in 2013)

**Years in Operation: 117**

**Sales: \$700 million**  
(into the MI economy)

**Purchases: \$1.85 billion**  
(from Michigan businesses)



### Michigan Operations (MiOps) at a Glance

- MiOps is one of Dow's global strategic sites and is the original production site founded by H.H. Dow in 1897. The site consists of **24 plants** that provide products to customers in over **55 countries** on six continents.
- MiOps is home to one of Dow's largest R&D campuses, housing over **440 scientists and engineers** working to provide innovative solutions in consumer, agricultural, transportation, and building and construction sectors.
- MiOps' state-of-the-art R&D facilities and technical expertise serve as a magnet for research collaborations with leading-edge universities within Michigan and across the U.S.
- Dow AgroSciences operates 10 of the 24 plants on site and accounts for nearly **40 percent** of MiOps' production volume.
- Dow Automotive Systems produces **60 percent** of the North American brake fluid volume supplying original equipment manufacturers (OEMs) and aftermarket distributors.

### Dow Products Made in Michigan

Products researched, developed, and/or manufactured at Dow's Michigan sites include key ingredients and innovations that enable hundreds of everyday products, including:

- Bonding adhesives for the automotive market that enable cars to be manufactured using lightweight materials for increased fuel efficiency.
- Solutions for the pharmaceutical industry that enable multiparticulate technology, such as extending the release time of active ingredients.
- Electronic materials that enable production of smaller and faster electronic devices.
- Herbicides and insecticides that are designed to protect crops like wheat, barley, rice, corn, cotton and peanuts.
- DOW POWERHOUSE™ Solar Shingles, which make solar power an attainable clean energy solution for homeowners.

### Contributing to Community Success in 2014

- The Dow Chemical Foundation donated more than **\$4 million** to groups across Midland, Bay City and Saginaw counties.
- Michigan Dow employees volunteered over **15,000 hours** of their time to charitable organizations such as Habitat for Humanity and United Way.

### Chemical Industry Impact in Michigan

**28,230** people employed  
**\$80,500** average wage  
**28 percent** higher than the average manufacturing wage

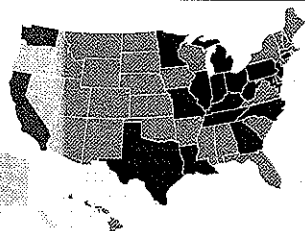
**\$2.3 billion** paid in wages and salaries  
**125,575** people employed in industries directly or indirectly dependent on the chemical industry<sup>3</sup>

#### Dow U.S. at a Glance

**Employees: Over 24,000**

**Retirees: Over 73,000**

**Sites: 48**  
with 50 employees or more



#### Location of MI Facilities

- Auburn Hills
- Hillsdale
- Midland (Headquarters and Michigan Operations)
- Harbor Beach
- Saginaw
- Southfield

<sup>1</sup>MI payroll dollars were determined based on the state of the work location where the payroll was earned.

<sup>2</sup>MI pension dollars were determined based on the recipient's residence state as of the payment date.

<sup>3</sup>Related jobs, and jobs in plastics and rubber products.

# The Detroit News

## Milojevic, Wells: Open Michigan electric market

*Peter Milojevic and Richard Wells* - 12:08 a.m. EDT April 9, 2015

As a leader of a major industrial manufacturer and employer, and a CEO of North America's largest gas-fired energy producer, our companies have a major stake in the outcome of the current energy debate in Lansing.

Gov. Rick Snyder has shown leadership on the energy issue. His announcement of the creation of a new Michigan Agency for Energy demonstrates his commitment to Michigan's future energy needs.

The policy initiatives outlined in Snyder's presentation reinforced what The Dow Chemical Co. and Midland Cogeneration Venture believe: Michigan needs to ensure that cost competitive and reliable clean energy is provided in the energy supply footprint.

The outcome of the energy legislative debate will determine whether Michigan industrial establishments have access to Michigan-based energy generators that provide reliable and cost-competitive supply.

Like many other companies, Dow Chemical needs access to a competitive energy supply for its continuing success. Any legislation that denies this impedes competitiveness.

Michigan lawmakers must understand that cost competitive and reliable energy is essential for the future of manufacturing investments in our state. Fostering a level playing field for a competitive energy marketplace is the enabling foundation.

Michigan energy customers have recently been subjected to a barrage of television ads warning of the impending "energy crisis." The ads and testimony on the "new" energy plan claims that the current incumbent utility energy companies are the only ones capable of providing reliable energy. This simply isn't the case.

All of Michigan's energy producers are held to the exact same standards as the two leading providers.

Dow Chemical, the largest corporate energy consumer in North America, and one of Michigan's leading employers, utilizes energy derived from the natural gas-fired facility Midland Cogeneration Venture, an independent power producer with an excellent record for safe, reliable and affordable power production.

With the utility monopoly model, independent power producers are simply not provided with a level playing field to introduce healthy energy-market competition. This is a direct harm to Michigan consumers and industrial energy users alike.

The opportunity to bring this healthy dimension into the fold is now.

Peter Milojevic is president and CEO of Midland Cogeneration Venture LP.

Richard Wells is vice president for operations, Canada & USA North and site director of Michigan operations for The Dow Chemical Company.